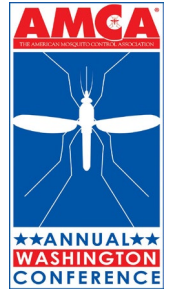


27th Annual Washington Conference

May 12-14, 2025
The Hilton Alexandria Hotel
Alexandria, Virginia



How to Schedule Congressional Meetings *Schedule Appointments for Wednesday, May 14th, 2025*

Planning Your Appointments (Logistics)

Attempt to group your meetings by Senate or House side, then by office building, then by floor to minimize back-and-forth travel that eats up valuable time (especially having to walk between the Senate side and the House side). Leave at least 15 minutes between appointments to allow time to walk to the next location. Remember, you will have to go through security screening to enter each building, so plan for that time. Allow for about 45 minutes-1 hour for traveling from the hotel to the Hill Wednesday morning. If your state sends a large delegation, you might have a team leader who has already provided you with a tentative schedule for these appointments.

When You Should Start Scheduling

RIGHT AWAY! It's never too early to schedule your appointments. You should have all of your appointments scheduled by May 1st at the *absolute latest* or two weeks prior to the meeting date.

Targets

Successfully scheduling a meeting with a congressional office depends on several factors, not least of which is reaching out to the right person within the office. There can be ten or more staff members in an office, all of whom have very specific roles and duties.

Key Congressional Staff Members

- **Chief of Staff:** Highest-ranking legislative staffer in the office of a Member of Congress. Chiefs of Staff are usually the chief operating officer of the office, reporting only to the Congressional Member (either a Representative or Senator).
- **Legislative Director (or Policy Director):** This is usually the staff person who monitors the legislative schedule and makes recommendations regarding the pros and cons of particular issues. *This might be a secondary target if an LA or LC is unavailable.*
- **Senior Legislative Assistant (LA) or Legislative Coordinator (LC):** In some congressional offices there are several Legislative Assistants and responsibilities are assigned to staff with particular expertise in specific areas. For example, depending on the responsibilities and interests of the member, an office may include a different Legislative Assistant for health issues, environmental matters, taxes, etc. For the purposes of AMCA, relevant LAs would charge over Environment and/or Agriculture and Health. *The LA is most likely the person you'll be seeking to speak with during a Congressional visit. If possible, you should work with them directly to schedule a meeting.*
- **Appointment Secretary, Personal Secretary, or Scheduler:** The Appointment Secretary is usually responsible for allocating a member's time among the many demands that arise from congressional responsibilities, staff requirements, and constituent requests. He/she may also be responsible for making necessary travel arrangements, arranging speaking dates, visits to the district, etc. *If you are unable to locate a name for a Health or Environmental LA, call the scheduler and ask for this person.*
- **Other:** Other titles used in a congressional office may include: Press Secretary or Communications Director, Executive Assistant, Legislative Correspondent, Executive Secretary, Office Manager, and Receptionist.

Members of Congress (MOC) serving on key Senate or House committees or subcommittees for our L&R issues this year

A listing of key Senate or House committees or subcommittees, and lists of the Members of Congress for each key committee or subcommittee, for each of our legislative and regulatory issues this year can be found on the AMCA's website, under the Washington Conference tab. Please be sure to check this listing and determine if there are key MOCs from your home state or your home district that you can visit on Capitol Hill day. If you're either a home state or district constituent of these key Senators or Representatives, please be sure to schedule appointments with these key MOCs, in order to touch base with them regarding those L&R issues for which they might play key roles or have some extra special influence. Of course, schedule any other MOCs you might want to meet with as all meetings with MOCs can be beneficial.

Resources for identifying staff contacts

A great (free) web-based resource that includes congressional staff names, responsibilities and some contact information is Congress.org. You can search by the Representative or Senator name and also get information about his/her staff. The staff listing within this resource can be limited depending on the office, so you may be required to call the main number and ask for the person responsible for the issue.

Elements of a Good Pitch

The Call

When calling a congressional office to schedule an appointment, make sure to note from where you're calling, who you represent, why you'd like to meet and when. If you don't already have it, be sure to collect the LA's name and e-mail address so you can maintain contact in the event of scheduling changes. Congressional offices receive dozens of similar calls a day, so they should be able to direct you to the right person. Basically, they know the drill.

The Follow-Up E-mail

Shortly after your phone call with the office, send them an e-mail following up on your conversation:

- Re-introduce yourself and state that you're representing the American Mosquito Control Association
- Tell them why you'll be in Washington and why you'd like to meet
- Give a brief overview of what topics you'd like to discuss
- Thank them again for their time and consideration

The Confirmation E-mail

Once the meeting is set, follow-up via e-mail to confirm the date, time, and location of the meeting.

- Thank them again for their time
- Invite any questions they may have in the meantime and leave your contact information, including cell phone number, in case any abrupt changes in scheduling need to occur.

